



## Preferred Power Selling – Associate Goal Sheet

**Month:** \_\_\_\_\_

**Associate Name:** \_\_\_\_\_ **Associate #:** \_\_\_\_\_

Did Associate Make:	Yes	No
Monthly Goal?		
Associate on track year to date?		

Goals Section:	
Sales Month End:	
Goal for the Month:	
Year to date Sales:	
Year to date Goals:	

Manager and Associates should each rate the performance using the 5-point scale. Then should plan future actions base on management of the gap.		
Grading Scale: 1 - Poor 2 - Needs Improvement 3 - Meets Expectations 4 - Very Good 5 - Superior		
Performances:	Associate	Manager
Preferred Sales Process		
Add-ons		
Clientele Efforts		
Back Counter		
GIA Completion		
<b>Average Rating:</b>		

Factors that Limit Performance	Yes	No
Clear Expectations?		
Skill Knowledge?		
Internal Motivation?		
Job Capacity?		
Rewards or Consequences?		
Training?		
Feedback?		



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<b>Plan for upcoming month:</b>	
This Month's Sales Goal:	

<b>Build Business</b>	
Walk in Business:	
Back Counter:	
Repair Sales:	
Clienteling:	
Special Events:	

<b>List 3 main areas for development in the upcoming month. Agree on behaviors to change.</b>